

MEP • MANUFACTURING
EXTENSION PARTNERSHIP

CAMT

Colorado Association for Manufacturing Technology (CAMT)

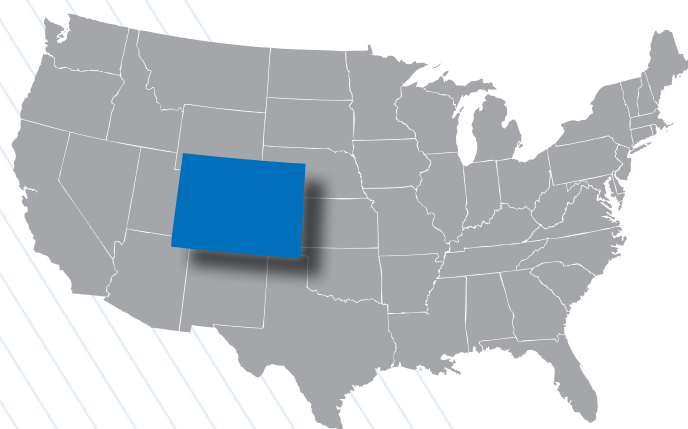
The Colorado Association for Manufacturing and Technology (CAMT) is a statewide manufacturing assistance center, partially funded by the NIST Manufacturing Extension Partnership (MEP). CAMT encourages the strength and competitiveness of Colorado manufacturers through on-site technical assistance and support, collaboration-focused industry programs, and leveraging government, university and economic development partnerships. CAMT hosts myriad programs in support of its mission.

Through onsite support and technical assistance, CAMT works to boost the competitiveness of Colorado manufacturers. CAMT's experienced engineers and business professionals with skills in manufacturing, management, process and technology work closely with manufacturers to provide company assessments and customized solutions including hands-on facilitation and implementation. Since CAMT's inception in 1994, hundreds of Colorado manufacturers have turned to them for strategic solutions to help them succeed over the long term.

CAMT is committed to maintaining a high level of customer satisfaction and providing results that improve a company's bottom line.

For more information, contact

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Colorado MEP CLIENT IMPACTS

Impacts are based on clients receiving service in FY2012

Total Increased/
Retained Sales



\$12.3 Million

Total Increased/
Retained Jobs



211

New Client
Investments



\$14.8 Million

CLIENT SUCCESS: LIFELOC TECHNOLOGIES

“NASA technology, along with many of the other benefits CAMT has brought to Lifeloc would have been beyond our own means to develop. CAMT has been pivotal in taking sales from \$4.2 million to \$8.0 million in the past two years. In the process, we also increased our headcount from 24 to 30 employees.”

Barry Knott, President & CEO

New Products, Exports Helps Company Double Revenues in Two Years

Lifeloc Technologies is a trusted American manufacturer of professional breath alcohol testing equipment (breathalyzers). Over 35,000 Lifeloc breath alcohol testers are deployed globally by law enforcement, corrections, schools, and in healthcare for alcohol detection and measurement. Started in 1983 and located in Wheat Ridge, Lifeloc today has 30 employees.

Situation:

A few years ago, with total sales of \$4.2 million and 24 employees, Lifeloc embarked upon a strategy to fuel its growth and profitability through new products, technology transfer, and export market development. Lifeloc president and CEO Barry Knott contacted the Colorado Association for Manufacturing and Technology (CAMT), a NIST MEP affiliate, and was found a range and depth of support to help make his vision a reality.

Solution:

CAMT partnered with Lifeloc to bring advanced manufacturing capabilities in-house, ensure the highest product quality possible through the establishment of ISO processes, incorporate structured product development systems, and identify high-potential business opportunities via exporting and R&D partnerships.

CAMT supported a risky technology and manufacturing transfer from Europe to Colorado of a key manufacturing component, fuel cells, for Lifeloc devices. CAMT assisted Lifeloc in the design, testing and set-up of the manufacturing process for the fuel cells, which convert breath alcohol to electrical current for accurate measurement. CAMT partnership helped Lifeloc achieve ISO 9001 certification thereby improving export acceptance. CAMT's ExporTech workshop also provided Lifeloc management invaluable insights to export profitably. Rapid new product innovation is the key element of Lifeloc's growth strategy. Using methodologies learned from CAMT's Rapid Cycle Product Introduction services, Lifeloc enhanced their existing product development process to ensure unique, market-relevant new products are introduced to market quickly. Additionally, through the CAMT-NASA Technology Matching program, Lifeloc has visited NASA and is now evaluating several NASA technologies for commercialization.

Results:

- * Created 6 new jobs
- * \$3.8M in increased sales, including a 60% increase in exports
- * Reduced costs by \$200,000
- * Improved product development process

Created 6 new jobs